

1 Q. Please state your name and occupation.

2 A. My name is Asa S. Hopkins. I am a Principal Associate at Synapse Energy Economics,  
3 485 Massachusetts Ave, Cambridge, MA, USA.

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5 Q. Are you the same Asa Hopkins who testified in the hearings of file R-3986-2016 on May  
6 25, 2017?

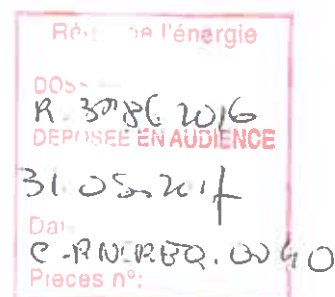
7 A. Yes.

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9 Q. In their oral testimony on May 25, in response to a question from Me Rozon, MM. Zayat  
10 and Lagrange commented on your testimony (pages 262-266 of the transcript). Did they  
11 correctly interpret your testimony? If not, please provide any clarifications that you  
12 consider appropriate.

13  
14 A. In part yes, but in the most significant aspects, no, they did not. They are correct that  
15 HQD does some things right (like using aggregators in *GDP Affaires* and in the  
16 implementation of the DR portfolio that they have today), and should be recognized for  
17 them.

18  
19 What M. Zayat does not seem to appreciate in his responses is the importance of planning  
20 for least cost. This means planning not simply for cost-effective measures, but for a least  
21 cost portfolio built from the cost-effective measures. If there are cost-effective demand-  
22 side measures that are not pursued (in energy efficiency or demand response), then the  
23 utility will by definition be spending more than they need to. HQD has an out of date  
24 potential study, and has not used the intervening years to plan to acquire a least-cost  
25 portfolio informed by that study.

26  
27 M. Zayat combines together all demand side management when he claims nearly 5,000  
28 MW of peak management by the end of the plan period. The majority of that – nearly  
29 3,000 MW – comes from energy efficiency programs, not from demand response. Even if  
30 the dual-fuel heating program is counted as a kind of non-dispatchable demand response,



1 that does not change the fundamental point from my testimony about the approach of  
2 planning for the least-cost portfolio.

3  
4 Least-cost planning as a best practice does not treat the potential study as a menu from  
5 which to choose the measures that are “plus prometteuses et les plus intéressantes” (page  
6 263, lines 9-10). Instead, least-cost planning requires the same quantitative rigor that the  
7 utility would apply to supply-side resources to develop a portfolio of combined supply-  
8 and demand-side resources that meets customer needs at least overall cost, considered  
9 over the planning period. A least-cost plan exhibiting best practice would not leave a  
10 large unfilled gap in future demand planning while knowing that cost-effective demand-  
11 side resources were available to help fill that gap.